CLAIMS

1. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a causal calendar utilized by the forecasting program to generate the output, said causal calendar including for a plurality of events attributes of a good identifier, a selling location identifier, the event start date, the event stop date, and the event type; and

one or more additional analysis programs in the set of analysis programs generating data reported in at least two of:

open to buy reports;

markdown management reports;

bottom-up planning reports; or

top-up planning reports.

2. The improvement of claim 1, wherein a pair of the good identifier and event identifier attributes associate a single good at a single selling location with one of the plurality of events.

3. The improvement of claim 1, wherein a pair of the good identifier and event identifier attributes associate a single good at a group of selling locations with one of the plurality of events.

4. The improvement of claim 1, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a single selling location with one of the plurality of events.

5. The improvement of claim 1, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a group of selling locations with one of the plurality of events.

6. The improvement of claim 1, wherein the attributes of the causal calendar further includes a factor corresponding to the impact of the event on sales.

7. The improvement of claim 1, wherein the set of analysis programs is adapted to basic retail goods.

8. The improvement of claim 1, wherein the set of analysis programs is adapted to seasonal retail goods.

9. The improvement of claim 1, wherein the set of analysis programs is adapted to fashion retail goods.

10. The improvement of claim 1, wherein the set of analysis programs operate on daily or more frequent period forecasts.

11. The improvement of claim 1, wherein the set of analysis programs operate on weekly forecasts.

12. The improvement of claim 1, wherein the set of analysis programs operate on pairings of individual goods in individual selling locations.

13. The improvement of claim 1, wherein the set of analysis programs operate on groups of goods in individual selling locations.

14. The improvement of claim 1, wherein the set of analysis programs operate on individual goods in groups of selling locations.

15. The improvement of claim 1, wherein the set of analysis programs operate on groups of goods in groups of selling locations.

16. The improvement of claim 1, wherein the reports are displayed on a monitor in communication with the computer system.

17. The improvement of claim 1, wherein the reports are saved in a spreadsheet file format.

18. The improvement of claim 1, wherein the reports are printed on paper, microfiche or optical media.

19. The improvement of claim 1, wherein the reports are distributed by e-mail or other messaging facility.

20. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a causal calendar utilized by the forecasting program to generate the output, said causal calendar including for a plurality of events attributes of a good identifier, a location identifier, the event start date, the event stop date, and the event type; and

an additional analysis programs in the set of analysis programs generating data reported in open to buy reports.

21. The improvement of claim 20, wherein a pair of the good identifier and event identifier attributes associate a single good at a single selling location with one of the plurality of events.

22. The improvement of claim 20, wherein a pair of the good identifier and event identifier attributes associate a single good at a group of selling locations with one of the plurality of events.

23. The improvement of claim 20, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a single selling location with one of the plurality of events.

24. The improvement of claim 20, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a group of selling locations with one of the plurality of events.

25. The improvement of claim 20, wherein the attributes of the causal calendar further includes a factor corresponding to the impact of the event on sales.

26. The improvement of claim 20, wherein the set of analysis programs is adapted to basic retail goods.

27. The improvement of claim 20, wherein the set of analysis programs is adapted to seasonal retail goods.

28. The improvement of claim 20, wherein the set of analysis programs is adapted to fashion retail goods.

29. The improvement of claim 20, wherein the set of analysis programs operate on daily or more frequent period forecasts.

30. The improvement of claim 20, wherein the set of analysis programs operate on weekly forecasts.

31. The improvement of claim 20, wherein the set of analysis programs operate on pairings of individual goods in individual selling locations.

32. The improvement of claim 20, wherein the set of analysis programs operate on groups of goods in individual selling locations.

33. The improvement of claim 20, wherein the set of analysis programs operate on individual goods in groups of selling locations.

34. The improvement of claim 20, wherein the set of analysis programs operate on groups of goods in groups of selling locations.

35. The improvement of claim 20, wherein the reports are displayed on a monitor in communication with the computer system.

36. The improvement of claim 20, wherein the reports are saved in a spreadsheet file format.

37. The improvement of claim 20, wherein the reports are printed on paper, microfiche or optical media.

38. The improvement of claim 20, wherein the reports are distributed by e-mail or other messaging facility.

39. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a causal calendar utilized by the forecasting program to generate the output, said causal calendar including for a plurality of events attributes of a good identifier, a location identifier, the event start date, the event stop date, and the event type; and

an additional analysis program in the set of analysis programs generating data reported in markdown management reports.

40. The improvement of claim 39, wherein a pair of the good identifier and event identifier attributes associate a single good at a single selling location with one of the plurality of events.

41. The improvement of claim 39, wherein a pair of the good identifier and event identifier attributes associate a single good at a group of selling locations with one of the plurality of events.

42. The improvement of claim 39, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a single selling location with one of the plurality of events.

43. The improvement of claim 39, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a group of selling locations with one of the plurality of events.

44. The improvement of claim 39, wherein the attributes of the causal calendar further includes a factor corresponding to the impact of the event on sales.

45. The improvement of claim 39, wherein the set of analysis programs is adapted to basic retail goods.

46. The improvement of claim 39, wherein the set of analysis programs is adapted to seasonal retail goods.

47. The improvement of claim 39, wherein the set of analysis programs is adapted to fashion retail goods.

48. The improvement of claim 39, wherein the set of analysis programs operate on daily or more frequent period forecasts.

49. The improvement of claim 39, wherein the set of analysis programs operate on weekly forecasts.

50. The improvement of claim 39, wherein the set of analysis programs operate on pairings of individual goods in individual selling locations.

51. The improvement of claim 39, wherein the set of analysis programs operate on groups of goods in individual selling locations.

52. The improvement of claim 39, wherein the set of analysis programs operate on individual goods in groups of selling locations.

53. The improvement of claim 39, wherein the set of analysis programs operate on groups of goods in groups of selling locations.

54. The improvement of claim 39, wherein the reports are displayed on a monitor in communication with the computer system.

55. The improvement of claim 39, wherein the reports are saved in a spreadsheet file format.

56. The improvement of claim 39, wherein the reports are printed on paper, microfiche or optical media.

57. The improvement of claim 39, wherein the reports are distributed by e-mail or other messaging facility.

58. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a causal calendar utilized by the forecasting program to generate the output, said causal calendar including for a plurality of events attributes of a good identifier, a location identifier, the event start date, the event stop date, and the event type; and

an additional analysis program in the set of analysis programs generating data reported in bottom-up planning reports.

59. The improvement of claim 58, wherein a pair of the good identifier and event identifier attributes associate a single good at a single selling location with one of the plurality of events.

60. The improvement of claim 58, wherein a pair of the good identifier and event identifier attributes associate a single good at a group of selling locations with one of the plurality of events.

61. The improvement of claim 58, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a single selling location with one of the plurality of events.

62. The improvement of claim 58, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a group of selling locations with one of the plurality of events.

63. The improvement of claim 58, wherein the attributes of the causal calendar further includes a factor corresponding to the impact of the event on sales.

64. The improvement of claim 58, wherein the set of analysis programs is adapted to basic retail goods.

65. The improvement of claim 58, wherein the set of analysis programs is adapted to seasonal retail goods.

66. The improvement of claim 58, wherein the set of analysis programs is adapted to fashion retail goods.

67. The improvement of claim 58, wherein the set of analysis programs operate on daily or more frequent period forecasts.

68. The improvement of claim 58, wherein the set of analysis programs operate on weekly forecasts.

69. The improvement of claim 58, wherein the set of analysis programs operate on pairings of individual goods in individual selling locations.

70. The improvement of claim 58, wherein the set of analysis programs operate on groups of goods in individual selling locations.

71. The improvement of claim 58, wherein the set of analysis programs operate on individual goods in groups of selling locations.

72. The improvement of claim 58, wherein the set of analysis programs operate on groups of goods in groups of selling locations.

73. The improvement of claim 58, wherein the reports are displayed on a monitor in communication with the computer system.

74. The improvement of claim 58, wherein the reports are saved in a spreadsheet file format.

75. The improvement of claim 58, wherein the reports are printed on paper, microfiche or optical media.

76. The improvement of claim 58, wherein the reports are distributed by e-mail or other messaging facility.

77. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a causal calendar utilized by the forecasting program to generate the output, said causal calendar including for a plurality of events attributes of a good identifier, a location identifier, the event start date, the event stop date, and the event type; and

an additional analysis programs in the set of analysis programs generating data reported in top-down planning reports.

78. The improvement of claim 77, wherein a pair of the good identifier and event identifier attributes associate a single good at a single selling location with one of the plurality of events.

79. The improvement of claim 77, wherein a pair of the good identifier and event identifier attributes associate a single good at a group of selling locations with one of the plurality of events.

80. The improvement of claim 77, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a single selling location with one of the plurality of events.

81. The improvement of claim 77, wherein a pair of the good identifier and event identifier attributes associate a group of goods at a group of selling locations with one of the plurality of events.

82. The improvement of claim 77, wherein the attributes of the causal calendar further includes a factor corresponding to the impact of the event on sales.

83. The improvement of claim 77, wherein the set of analysis programs is adapted to basic retail goods.

84. The improvement of claim 77, wherein the set of analysis programs is adapted to seasonal retail goods.

85. The improvement of claim 77, wherein the set of analysis programs is adapted to fashion retail goods.

86. The improvement of claim 77, wherein the set of analysis programs operate on daily or more frequent period forecasts.

87. The improvement of claim 77, wherein the set of analysis programs operate on weekly forecasts.

88. The improvement of claim 77, wherein the set of analysis programs operate on pairings of individual goods in individual selling locations.

89. The improvement of claim 77, wherein the set of analysis programs operate on groups of goods in individual selling locations.

90. The improvement of claim 77, wherein the set of analysis programs operate on individual goods in groups of selling locations.

91. The improvement of claim 77, wherein the set of analysis programs operate on groups of goods in groups of selling locations.

92. The improvement of claim 77, wherein the reports are displayed on a monitor in communication with the computer system.

93. The improvement of claim 77, wherein the reports are saved in a spreadsheet file format.

94. The improvement of claim 77, wherein the reports are printed on paper, microfiche or optical media.

96. The improvement of claim 77, wherein the reports are distributed by e-mail or other messaging facility.